

Weekly Call Sheet

Cathy Sokolowski

Week Of:

November 12, 2010

Company: Bayer Trucking

Contact: Melissa

Fleet Size: 25

DBill/Restricted/Prospect: DB Prospect

Fuel Card: Comdata

Comments: **Received DB application and was approved..**

Company: Farr Transport

Contact: Jim

Fleet Size: 15

DBill/Restricted/Prospect: Triple Play Prospect

Fuel Card: TCH

Comments: **Received TRIPLE PLAY APPLICATION.**

Company: Cheetah –Imperial Eagle- Kingsway Express

Contact: Draga

Fleet Size: 42

DBill/Restricted/Prospect: Prospect

Fuel Card: Multiserve

Comments: There is about 150k additional gallons to be had between all 3 companies. I am bringing Tony from TCH in there in early December. We are getting Jasna tickets to the Blackhawks Predators game in Nashville for her and her family in December.

Company: Altom

Contact: Tom / Mark

Fleet Size: 150

DBill/Restricted/Prospect: DB

Fuel Card: EFS

Comments: Please send rebate checks via EFT. Forms need to be sent to Mark Ivers at ivers@alwarrenoil.com Brian is looking to help them via US Foods for wet hosing. We need to have TCH acceptance at their unmanned fueling locations throughout Chicago. Please send Mark a credit app for bulk fuel.

Company: Mr Bults

Contact: Steve

Fleet Size: 300

DBill/Restricted/Prospect: DB

Fuel Card: Comdata / TCH

Comments: They are just finishing their TMW install and are ready to move forward on the TCH card. Follow up with Steve for new location listings to start matching up our locations better. We got him Blackhawk tickets for December 16th game.

Company: CDN

Contact: Mark/ Larry/ Don

Fleet Size: 200

DBill/Restricted/Prospect: DB

Fuel Card: Comdata

Comments: Tony needs to get back in there and sharpen his pencil concerning fees for cash to get TCH in. We are waiting on new contact information for their custom directories.

Company: Walgreens

Contact: Paul

Fleet Size:

DBill/Restricted/Prospect:

Fuel Card:

Comments: JW's and Brian's account, discussed the upcoming bid and all aspects. We also touched base on Zonar.

Company: Dillon Transport

Contact: Charles / Jeff

Fleet Size: 250

DBill/Restricted/Prospect: DB

Fuel Card: F1

Comments: Once all FJ's are completed, send Charles new books and a notice. They farmed out there bulk fuel to Mansfield Oil for a trial period of 90 days. Follow up in a couple of months.

Company: Oak Management

Contact: Tom/ Tom/ John

Fleet Size: 200

DBill/Restricted/Prospect: Prospect

Fuel Card: Comdata

Comments: They will have the DB application by end of the week. They are still working with Comdata to get the prepaid cards changed over to fuel cards.

Company: Tru Value

Contact: Paul

Fleet Size:

DBill/Restricted/Prospect: Prospect

Fuel Card: Comdata

Comments: JW is working with Paul on bulk fuel; they are getting close to an agreement. Paul is slow on the DB side; we have been working on this for almost 2 years.

Company: Feeding America

Contact: Jamie

Fleet Size: 1000

DBill/Restricted/Prospect: Prospect

Fuel Card: WREX

Comments: Jamie is new and still in training. Follow up in January to set up another appointment to discuss fuel needs.

Company: Amerifreight

Contact: Pavel/ Rumen

Fleet Size: 250

DBill/Restricted/Prospect: DB

Fuel Card: TCH

Comments: Pavel needs it in writing what their discounts are as they are comparing to other truck stop chains. We also need to work on getting their rebates to him by the 15th, at least a dollar amount. We will also change their discounts to Cost Minus Zero and Retail -.06 for 400k gallons or more per month. Rumen is working on a custom directory, follow up in December.

Company: GOTO Logistics

Contact: Greg

Fleet Size: 100

DBill/Restricted/Prospect: DB

Fuel Card: TChek

Comments: Should be switching to TCH in January. He is moving on December 15th, call for new address then. He should be doing over 200k gallons starting in January. Please send a case of directories.

Company: Roadco

Contact: Bob/ Bob

Fleet Size: 60

DBill/Restricted/Prospect: DB

Fuel Card: Comdata

Comments: We are working on a list of locations where they want to change to CP pricing. Follow up with Bob next week and discuss locations.

Company: CBSL

Contact: Jeff

Fleet Size: 50

DBill/Restricted/Prospect: Prospect

Fuel Card: Comdata

Comments: They are using 38k gallons and getting no discount, they are all owner ops and want it to go back to drivers. They applied for DB in the past and needed a LOC, they will think about locking down network for .05.

Company: Heniff

Contact: Bobby / Scott

Fleet Size: 200

DBill/Restricted/Prospect: DB

Fuel Card: Comdata

Comments: They are not pushing their drivers anywhere and will start. Please send a case of directories attention to Scott Templeman. Follow up with Scott next week to discuss potential solutions.

Company: Smart Way

Contact: Martin

Fleet Size: 28

DBill/Restricted/Prospect: Prospect

Fuel Card: TCH

Comments: Martin is willing to lock down his network, he is interested in Triple Play. Follow up 2-3 weeks.